

Wholesale Price Of Shoes Goes Up 25 to 50 Cents

Advance Will Cause Another Increase of 50 Cents to \$1 a Pair in the Cost to the Public

As a result of advances in the wholesale prices of shoes announced yesterday by manufacturers the public will have to pay from 50 cents to \$3 more for their next fall and winter footwear. For some time past shoe concerns have been making constant but relatively slight raises in the cost of their product to the wholesaler and jobber, but within the last few days the larger manufacturers have issued new lists, becoming effective immediately, which advanced prices on practically all grades of shoes from 25 to 50 cents a pair. In making up merchandise bought at the new prices it is expected that retailers will make increases up to \$1. In some cases it is believed that the consumer will have to pay as much as \$2 more a pair for shoes.

In explaining the revision of their price schedules, manufacturers declared that the move was imperative from the viewpoint of good business, as the price of leather, hides and skins had taken unprecedented upward bounds during the last two weeks. Heretofore the increase in the cost of raw material has been gradual, but recently there appeared to be no limit to the advance of the market. Even the price of established specialties and standard goods has advanced since Thursday. To meet this situation, the old marks to cover the higher cost of leather, shoe manufacturers assert. They also declare it is possible that the new schedule will again be changed in the near future.

Views of Hide Dealers

Dealers in hides do not all agree with Fred A. Vogel, president of the Tanners' Council, that the recent sharp advance in prices of leather has been due to speculation. Some of them declare the market is not speculative, but that it operates in such a manner as to force the tanner to go for his raw material. The fact that they are constantly buying stock indicates that they are not having any difficulty disposing of their leather product to shoe manufacturers and other users, say the hide and skin dealers.

One factor which has helped to keep present high prices for leather is the result of the unusual demand for hides and skins from Europe. He said that American buyers were paying 40 cents for Buenos Aires dry salted cowhide in the South American market, while sales were being made here at 39 cents. "Dealing with other commodities," he pointed out, "the price of hides and leather is not considered, is not high alongside of present quotations. During the war government regulations prevented exchange in leather prices with other commodities soared. With these restrictions lifted and leather dealers were able to sell at a profit, it is only natural that prices should advance, say the hide importers.

Despite the shortage of leather shoes in the United States, they are doing an exceptional export business. One of the largest orders placed here in some time for foreign trade was for 100,000 pairs of shoes consigned to concerns in Christiania with the stipulation that 100,000 pairs

**Hard to Book Orders
For Women's Underwear**

Manufacturers, Already Working at Capacity, Turn Down New Customers

Orders from new customers are being turned down by some of the larger manufacturers of women's muslim un-

derwear. Most of the manufacturers are finding it hard to produce enough merchandise to fill the orders now on their books. Few concerns have more than 60 per cent of their machines working, it is said, because of the shortage of labor in the industry. Locating branch factories in smaller towns outside of New York has not solved the problem, as the trade requires highly skilled help which is difficult to obtain in the smaller communities.

to six weeks after the order is taken in most cases. A few of the larger houses are making up stock in advance of orders and are thus enabled to make immediate deliveries. The stocking of merchandise by muslin underwear manufacturers is a relatively new departure in the trade, and is growing daily. Some of the manufacturers are substituting their work to contractors in an effort to catch up with their orders but this is said to be rather unsatisfactory.

The efforts of the manufacturers are centred on building up their staffs

of workers to take care of the big business expected around the middle of the month. In July when the buyers visit this market to place their orders for fall merchandise.

Little export trade is being done in American made muslin underwear at present, but a few manufacturers are considering going after foreign business in the near future. Several inquiries have been received for samples from Canadian and South American firms within the last week.

Auto Cloths in Demand

Leading department stores of automobile

Leading manufacturers of automobile clothes reported yesterday that their goods were in splendid demand because of the spurt in the automobile industry. As prices for unbleached cotton sheetings have advanced from 14 cents to 16 cents a yard, while material suitable for seat coverings has increased from 80 cents to \$1.05 a yard, it was intimated that higher prices for the finished automobile fabrics were likely.

Export Demand for Cautic Soda Gives Market Firm Tone

Increasing export demand for caustic soda was reported yesterday. There were inquiries from Switzerland and Japan, and the market was firm. Domestic stocks are believed to be running low, and a revival of trade is confidently expected.

Good sales were reported of copper

Japan is said to be buying large quantities of morphine and cocaine.